

5 Tips for Selecting the Right Fence Contractor

DON'T LET PRICE BE YOUR ONLY DECIDING FACTOR.

The saying “you get what you pay for” holds very true in the fence industry. If a contractor has the lowest price, but you feel uneasy about what you’re getting for the money, listen to your gut. Aside from price, consider these things:

- How long do you want your fence to last?
- Do you want your gate to work every time?
- Will your fence make your home look better or worse the day it’s installed? In five years?
- What kind of guarantee/warranty are you getting? Is the company stable enough to uphold that warranty if something goes wrong with your fence? See our Guide for Comparing Warranties.

FIND OUT IF THE PRICE YOU’RE QUOTED ON YOUR FENCE IS GUARANTEED, OR IF IT’S SUBJECT TO CHANGE.

Be leery of writing a blank check to a contractor. Ask if there are any additional costs you’d potentially be responsible for that may arise during installation. Be sure to discuss the following aspects of your project with your contractor to avoid unexpected issues and costs during installation:

- Property lines
- Fence regulations for your municipality
- Proper permitting
- Location of underground public utilities
- Location of any private utilities on your property

FIND OUT HOW LONG THE COMPANY HAS BEEN IN BUSINESS AND UNDER THE SAME NAME.

Doing research online is a great place to start. We’ve seen the owners of other fence companies close their business only to open under a new name because of poor money management or dishonest business practices. Chances are they will operate their new company according to the same standard of ethics with which they operated past companies, and you may pay the price for their mistakes.

CHOOSE A CONTRACTOR WHO IS CLEAR IN WHAT THEY PROMISE TO DELIVER.

You should clearly understand the materials, installation techniques, and exact layout of your fence before you sign a contract. Details are important when it comes to your fence. If you get vague details from a contractor, it may mean they’re trying to hide the truth from you about some aspect of the process or some aspect of the product they’re installing.